



## PR/158389 | Relationship Manager

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1514504

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

March 4th, 2025 07:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Company and Job Overview

One of the well-known banks is looking for Relationship Manager to maintain and grow bank's customer base. Provide clients with financial advice and guidance on banking investment products to meet their needs. Identify new business opportunities & promoting bank products.

#### Job Responsibilities

- Acquire and manage customer relationships by providing financial planning advice in a sales oriented environment.
- Manage customer relationships and deliver excellent service to secure repetitive business.
- Provide financial planning advice to customers - focusing on Wealth Management Products.
- Take initiative and run activities to source leads.
- Keep abreast of customers' need and market trends and competitors' programme offers and activities for targeted customers regularly.
- Liaise with customers and convert leads to sales.

### Job Requirements

- Degree / Diploma holders in any discipline.
- Minimum 2 – 3 years of working experience in a branch sales environment.
- Possess the compulsory licenses such as IPPC, FIMM, PCE, CEILLI, TBE, etc.
- Result oriented, passionate with marketing and willing to adopt to new things

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Company Description